



# McKinstry

## ESCO Qualification Sheet

### DOE Super ESPC

## Introduction to McKinstry

For five decades McKinstry has transformed the way in which we design, build, and optimize our built-environment. Our origins began in the Pacific Northwest as a high quality mechanical contractor employing union affiliated construction trades. Our company is built upon core values that include developing legacy relationships with our clients, financial stability that is exemplified in our diverse offerings, and a caring for both the communities we serve and the people that we have the privilege to employ. We have weathered many economic cycles while holding true to these core values. Each economic downturn has reinforced our long term strategy to focus on services for the built environment that maintain employment or actually increase employment during economic struggles. Since the early 1990's we have positioned our company to be diversified and able to withstand economic downturns, such as the one we now face. While continuing to focus on the quality craftsmanship, over the last decade we have focused on making our built environment more energy efficient. We have expanded beyond the Pacific Northwest to provide our energy and sustainability services across the country. We are uniquely qualified to help our nation move quickly to put people to work lowering energy use and reducing the associated carbon emissions of buildings. Our results have proven that a focus on green does create real jobs.

- **Years in Energy Business – 49**

## McKinstry ESPC Approach

### No Premium for the ESPC Process

We are proud to deliver our clients high-performance turn key projects at pricing comparable to typical construction-industry standards.

### Open book pricing & Guaranteed Maximum Price (GMAX)

Provides transparency of all construction costs as well as professional services fees including overhead and profit percentages. True open book pricing from start to finish.

### Single-Point Accountability

McKinstry's projects always identify one person who is empowered to make decisions and is available to you—your single point of accountability. Our professional engineers stamp our MEP designs, demonstrating our responsibility for our services.

### Quantifiable Performance Benchmarks

McKinstry utilizes third party international protocols' as the standard for measuring and verifying performance and efficiency guarantees—for energy conservation, infrastructure upgrades or high-performance new construction projects.

### Vendor Neutrality

McKinstry is vendor-neutral—as a design-build full service and construction firm, we use products and materials that our customers specifically request, or are the most competitive in quality and value. This allows us to develop the best total solution for our customers.

### Innovation

- McKinstry will go far beyond a typical performance contract. We not only excel at innovative design and engineering, we maximize your investment by optimizing grants, maximizing utility incentives and facilitating project financing that provides for significant impact to our customers bottom line. Other innovations include:
  - Aggressive pursuit of utility incentives and grants
  - Evaluation of sustainable energy systems
  - Using our Total Cost of Ownership program to model and evaluate first cost, operational cost, productivity and capital cost over time.
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  - Knowledge Response Center—our 24/7 fully-staffed facility management center
  - Utility Information Management (UIM) programs, including real-time monitoring, load shedding, and comprehensive trend history and data reports

- Comprehensive infrastructure commissioning and retro-commissioning services
- Performance-based design-build high-performance/LEED services for existing buildings and new construction
- Marketing support—public education & media releases showcasing your project

## McKinstry ESPC Experience

University Minnesota-Morris Morris, Washington					2006 – On-going
Project Investment	\$4,700,000 (Guaranteed Maximum)				
Finding Source	0% Interest CREB Bonds and Self-financing				
Annual Guaranteed Savings	\$252,353	3,351,714 kWh	17420 Therms.	5357 Water/gal.	
Scope of Work	<ul style="list-style-type: none"><li>Carbon footprint reduction</li><li>Wind turbine installation</li><li>Energy management system upgrades</li><li>Biomass gasifier and steam boiler</li></ul>				
King County Seattle, Washington					2006 – On-going
Project Investment	\$6,284,049 (Guaranteed Maximum)				
Funding Source	Self financed; \$40,000+ Utility rebates				
Annual Guaranteed Savings	\$788,600	344,967 kWh	499,668 Therms.	8,402,936 Water/gal.	
Scope of Work	<ul style="list-style-type: none"><li>Waster Management Improvements</li><li>Cooling Tower upgrades</li><li>Support and structural steel</li><li>HVAC improvements</li><li>Plumbing Fixture upgrades</li><li>DDC upgrades</li><li>Electrical upgrades</li></ul>				
City of Longmont Longmont, Colorado					2008 – On-going
Project Investment	\$3,179,000 (Guaranteed Maximum)				
Funding Source	\$300,000 DOLA Grant; \$82,000 GEO Solar Rebate Grant; \$93,370 Utility Rebates; City Capital, Lease Purchase				
Annual Guaranteed Savings	\$164,721	2,739,354 kWh	74,796 Therms.	0 Water/gal.	
Scope of Work	<ul style="list-style-type: none"><li>Photovoltaic skylights</li><li>Solar panel heating system</li><li>Lighting retrofits</li><li>Mechanical upgrades</li><li>Active energy management</li><li>DDC system upgrades</li><li>Vending misers</li></ul>				
Washington State University Pullman, Washington					2006 – On-going
Project Investment	\$40,848,000 (Guaranteed Maximum)				
Funding Source	Self financed; \$3,775,519 Utility Incentives				
Annual Guaranteed Savings	\$	kWh	Therms.	Water/gal.	
	\$871,862	N/A	6,409	53,011	
Scope of Work	<ul style="list-style-type: none"><li>Lighting upgrades</li><li>DDC controls upgrades</li><li>Structural upgrades</li><li>Plumbing upgrades</li><li>Central heating plant upgrades</li><li>Electrical</li><li>Chilled water system</li></ul>				

## Contact Information

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